

WHAT IS CLAIMED IS:

1. In the field of call sales, a stock management device for managing a total amount of stock of a product that is consigned to a customer comprising:

means for inputting an amount of a product to be consigned to the customer, an amount of a product consumed by the customer, and a call cycle for each customer;

first storage means for storing the input amount of a product consigned to the customer;

second storage means for storing the input amount of a product consumed by the customer;

third storage means for storing the input call cycle;

means for acquiring both the amount of a product consigned to the customer from the first storage means and the amount of a product consumed by the customer from the second storage means and calculating a rate of consumption of the product by all customers;

fourth storage means for storing the calculated rate of consumption;

means for acquiring both the amount of a product consumed by the customer from the second storage means and the call cycle from the third storage means and calculating a total amount of consumption over a predetermined time;

fifth storage means for storing the calculated total amount of consumption;

lower limit setting means for acquiring both the rate of consumption from the fourth storage means and the total amount

of consumption from the fifth storage means, calculating an amount necessary to be consigned to the customer for a subsequent period, and setting the calculated amount necessary to be consigned as a minimum stock amount; and

means for outputting the set minimum stock amount.

2. The stock management device used in call sales according to claim 1 further comprising:

means for inputting an expiry date of the product;

sixth storage means for storing the input expiry date;

upper limit setting means for setting a maximum stock amount based on the rate of consumption acquired from the fourth storage means, the expiry date acquired from the sixth storage means, and the set minimum stock amount;

and means for outputting the maximum stock amount.

3. The stock management device used in call sales according to claim 1 or 2 further comprising seventh storage means for storing the consumed amount per month, wherein the lower limit setting means acquires the amount of a product consumed for the same month of the previous year from the seventh storage means and adds the amount consumed to parameters for calculating the amount of the product necessary to be consigned to the customer.

4. A stock management method used in the field of call sales wherein:

an amount of a product to be consigned to the customer, an amount of a product consumed by the customer, and a call cycle for each customer are input and stored;

the stored amount of a product to be consigned to the customer and the amount of a product consumed by the customer are both acquired and a rate of consumption of the product by all customers is calculated and stored;

the stored amount of a product consumed by the customer and the call cycle are both acquired and a total amount of consumption over a predetermined period is calculated and stored;

the stored rate of consumption and the total amount of consumption are both acquired and an amount necessary to be consigned to the customer for a subsequent period is calculated and set as a minimum stock amount; and

a total amount of stock of a product is managed based on the set minimum stock amount.

5. The stock management method used in the field of call sales according to claim 4, wherein an expiry date of the product is input and stored; the stored rate of consumption and the expiry date are both acquired; a maximum stock amount is set based on the acquired rate of consumption and expiry date and on the set minimum stock amount; and the total stock amount of the product is managed based on the set maximum stock amount.